### Summary Information
- **Number of Hotels in GHRA**: 26
- **Number of Existing Hotel Rooms**: 8,399
- **Capacity in Room Nights**: 92,721
- **Room-Employee Ratio**: 1.17 (Room to 1 Employee)

#### Rev Par
- **2018**: $147.94
- **2017**: $170.04

#### Room Nights Available for Sale
- **2017 YTD**: 1,437,731
- **2018 YTD**: 1,023,573
- **Change**: -29%

#### Room Nights Sold
- **2017 YTD**: 1,168,987
- **2018 YTD**: 793,830
- **Change**: -32%

#### Hotel Occupancy Rates
- **Low Average**: 44% → 37% (7pts)
- **Mean Average**: 78% → 73% (4pts)
- **Weighted Average**: 81% → 77% (4pts)
- **High Average**: 94% → 92% (2pts)

#### Hotel Room Rates
- **Low Average**: $56.00 → $79.00 (41%)
- **Mean Average**: $152.00 → $155.00 (2%)
- **Weighted Average**: $170.00 → $172.00 (1%)
- **High Average**: $229.00 → $236.00 (3%)

#### Gross Receipts Tax Paid
- **2017**: $12,960,625.00
- **2018**: $10,603,614.00
- **Change**: -18%

#### Room Occupancy Tax Paid
- **2017**: $19,811,560.00
- **2018**: $13,484,226.00
- **Change**: -32%

### Analysis
The month of August reflected a 49% decrease in the number of room nights available for sale and a 54% decrease in the number of room nights sold compared to the same period last year, 2017. The Weighted Average Occupancy Rate went down 8 points at 79%. The Weighted Average Room Rate decreased 4% at $187. Preliminary arrival numbers from the Guam Visitors Bureau showed a increase of 1% in total arrivals for the month of August. JGTA reflected a negative 10% while the Korean Market increased 10% and the Taiwan market showing a increase of 8% compared to 2017. The mainland China market dropped 24% while the Russia market showed an increase of 6% for the month of August, compared to the same period in 2017.

**Weighted Average Occupancy** = Sum of Room Nights Sold divided by total number of Room Nights Available for sale by reporting hotels.

**Weighted Average Room Rate** = Sum of all Room Sales divided by sum of all Room Nights Sold by Reporting Hotels.

**Room Employee Ratio** = (Hotel Rooms/Total Number of Employees from Reporting Hotels).

*As of release date, 19 hotels have not reported information to the Guam Hotel & Restaurant Association.*

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**GVB Total Arrival Count**
- **2017**: 1,051,424
- **2018**: 1,035,333
- **Change**: -2%